

## Message Text

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ARA/ECP/WSKOK

-----064860 281809Z /43

P 281722Z FEB 78  
FM SECSTATE WASHDC  
TO AMEMBASSY CARACAS PRIORITY  
AMEMBASSY BOGOTA PRIORITY  
AMEMBASSY QUITO PRIORITY  
AMCONSUL GUAYAQUIL PRIORITY

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E.O. 11652:NA

TAGS: BEXP, VE, CO, EC

SUBJECT: MACHINERY AND SYSTEMS FOR CONCRETE CONSTRUCTION  
SEMINAR MISSION, AUGUST 1978

REF: 10 FAM 367

1. PROCUREMENT FOR SUBJECT SEMINAR MISSION ABOUT TO BE INITIATED. USDOC PROGRAM OFFICER FOR SUBJECT MISSION IS ROBERT J. BUCALO, SPECIAL ACTIVITIES DIVISION;
2. USDOC WILL ENDEAVOR TO PROVIDE POSTS WITH TIMELY AND COMPLETE INFORMATION ON PROSPECTIVE MISSION MEMBERS AS AVAILABLE. FOR GENERAL BACKGROUND INFORMATION ON SUBJECT MISSION THEME A COPY OF THE COMPLETE MARKETING PLANS

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PACKAGE WAS SENT ON 24 FEB. VIA APO FOR AMEMB CARACAS AND BOGOTA AND THRU POUCH FOR AMEMB QUITO AND AMCONGEN GUAYAQUIL. REQUEST ACKNOWLEDGEMENT OF RECEIPT.

3. U.S. INDUSTRY RESPONSE TO SUBJECT MISSION THEME APPEARS FAVORABLE. ANTICIPATING FULL MISSION MEMBERSHIP NOT TO EXCEED SEVEN (7) MEMBERS.

4. USDOC WELCOMES ACTION POSTS SUGGESTIONS ON MOST OPPORTUNE TIME IN AUGUST FOR THE SUBJECT SEMINAR MISSION

TO VISIT. ALSO INDICATE THE APPROPRIATE DURATION OF VISIT.

5. LOGISTICAL PLANNING: IN VIEW OF THE FACT SUBJECT EVENT IS A SEMINAR MISSION WHICH ENTAILS TECHNICAL PRESENTATIONS GIVEN BY EACH MISSION MEMBER AND SEMINAR CHAIRMAN, USDOC SUGGEST POSTS BEGIN CONSIDERING APPROPRIATE SITE OF BIC, FACILITIES MUST BE SUITABLE TO ACCOMMODATE ANTICIPATED AUDIENCE SIZE FOR THE SEMINAR PRESENTATIONS; ACOUSTICAL CONSIDERATIONS, SINCE SIMULTANEOUS TRANSLATION WILL PROBABLY BE NECESSARY (REQUESTS ACTION POSTS ADVISE USDOC ANTICIPATED COST FOR SIMULTANEOUS TRANSLATION SERVICES AND WHETHER TRANSLATION EQUIPMENT I.E., TRANSMITTER AND RECEIVERS, ARE AVAILABLE LOCALLY AND IF INCLUDED IN (COST)).

6. SEMINAR SCHEDULE PREPARATION: EACH SEMINAR PRESENTATION WILL BE ALLOTTED APPROXIMATELY 45 MINUTES WHICH INCLUDES A Q AND A PERIOD. THE SEMINAR SESSIONS CAN BE SCHEDULED ALL IN ONE DAY OR 2 HALF DAYS. HOST COUNTRY CUSTOM AND THE DISCRETION OF THE POST WILL PREVAIL IN PROGRAMMING THE SEMINAR SCHEDULE.  
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AS WITH THE STANDARD SPECIALIZED TRADE MISSION, EACH SEMINAR MISSION MEMBER WILL EXPECT A FULL SCHEDULE OF INDIVIDUAL APPOINTMENTS SUBSEQUENT TO HIS TECHNICAL PRESENTATION.

7. SEMINAR MISSION CO-SPONSOR: AMEMB CARACAS INFORMED USDOC THEY HAVE ALREADY FOUND A WILLING CO-SPONSOR FOR SUBJECT SEMINAR MISSION. CO-SPONSOR HAS VOLUNTEERED SERVICES TO ASSIST AMEMB CARACAS ADVERTISE MISSION ARRIVAL AND MORE IMPORTANT, ASSIST IN THE IDENTIFICATION OF THE APPROPRIATE AUDIENCE FOR THE SEMINAR PRESENTATIONS. SUGGEST OTHER ACTION POSTS CONSIDER IDENTIFYING POSSIBLE CO-SPONSOR. CO-SPONSOR CAN ALSO BE A VALUABLE SOURCE OF INFORMATION IN TERMS OF IDENTIFYING SPECIFIC PROBLEM AREAS IN THE LOCAL CONSTRUCTION INDUSTRY, WHERE UPON A SPECIALLY TAILORED SEMINAR PRESENTATION CAN BE DELIVERED BY THE APPROPRIATE SEMINAR MISSION MEMBER WHO POSSESSES TECHNICAL ABILITY TO RESOLVE THE INDIGENOUS PROBLEM AREA. USDOC WOULD APPRECIATE IF ACTION POSTS WOULD INVESTIGATE THIS MATTER AS THOROUGHLY AS POSSIBLE AND CONVEY SUCH INFORMATION SOONEST. AS YOU MAY AGREE, SEMINAR PRESENTA-

TIONS ADDRESSING THEMSELVES TO LOCAL PROBLEMS SHOULD  
DRAW EXCELLENT AUDIENCE RESPONSE AND INTERESTS. IN

ADDITION, A CO-SPONSOR MAY VOLUNTEER THEIR FACILITIES  
IF SUITABLE, FOR THE SITE OF THE SEMINAR PRESENTATIONS.  
FACILITIES MAY BE OFFERED AT NO CHARGE.

8. SEMINAR MISSION BROCHURE AND TECHNICAL PAPERS:  
REQUEST POST CONSIDER AND ADVISE USDOC CONCERNING  
ABILITY TO TRANSLATE-PRINT SEMINAR MISSION BROCHURES  
LOCALLY. IN ADDITION, TECHNICAL PAPERS ARE GENERALLY  
TRANSLATED INTO LOCAL LANGUAGE AND DISTRIBUTED DURING  
SEMINAR PRESENTATIONS. PLEASE ADVISE USDOC IF THIS  
PROCEDURE IS APPROPRIATE FOR HOST COUNTRY, AND IF  
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NECESSARY TO HAVE TECHNICAL PAPERS TRANSLATED FROM  
ENGLISH INTO SPANISH, ADVISE IF POST HAS RESOURCES TO  
COMPLETE LOCALLY. IF LOCAL RESOURCES PERMIT TRANSLATION

AND PRINTING, ESTIMATE COST FOR BOTH MISSION BROCHURE  
AND TRANSLATION TYPING AND REPRODUCTION OF SEMINAR PAPERS.

9. USDOC AWARE OF CRITICAL SHORTAGE OF HOTEL ROOMS IN  
SOME OF MISSION COUNTRIES. (I.E. CARACAS). AS SOON AS  
ACTION POSTS PROPOSE TO USDOC SUGGESTED TIME FOR MISSION  
VISIT DURING AUGUST 1978, USDOC WILL CONFIRM MISSION  
ITINERARY TO ALLOW POSTS MAXIMUM ADVANCE TIME TO SECURE  
HOTEL ACCOMMODATIONS.

10. REQUEST ACTION POSTS CONSIDER AND ADVISE USDOC OF  
ESTIMATED EXPENSES TO BE INCURRED TO SUPPORT SUBJECT  
SEMINAR MISSION: SEMINAR SITE RENTAL (IF NECESSARY)  
SEMINAR CHAIRMAN SUITE RENTAL, TRANSPORTATION (VAN  
FROM AIRPORT - HOTEL AND RETURN) MISSION RECEPTION;  
PRINTING AND TRANSLATION OF MISSION BROCHURES AND  
TRANSLATION, TYPING AND REPRODUCTION OF SEMINAR  
TECHNICAL PAPERS (IF DEEMED NECESSARY AND LOCAL  
RESOURCES PERMIT). SIMULTANEOUS TRANSLATION SERVICES  
TO INCLUDE ATTENDANT EQUIPMENT; PROMOTIONAL COSTS SUCH  
AS MESSINGER DELIVERY OF MISSION BROCHURES. VANCE

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## Message Attributes

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